

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 04266 251639Z

46

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 EURE-00 /014 W

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P 251608Z MAR 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC PRIORITY 7202

INFO USDOC WASHDC PRIORITY

UNCLAS MOSCOW 4266

USDOC FOR BEWT/RICE

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJ: XEROX MACHINE FOR EXPANDED COMMERCIAL OFFICE

REF: MOSCOW 759

EMBASSY WAS INFORMED MARCH 25 BY LOCAL RANK-XEROX REP THAT HIS CORPORATE HEADQUARTERS IN UK, ACTING ON INSTRUCTIONS OF US PARENT COMPANY, HAD TEMPORARILY SUSPENDED PRACTICE OF LEASING RANK-XEROX EQUIPMENT TO EMBASSIES IN MOSCOW. ACCORDING TO RANK-XEROX REP, THIS MEANS THAT ANY FURTHER DELIVERIES OF RANK XEROX EQUIPMENT TO EMBASSY WOULD BE ON SALE BASIS, WITH PRICES OF APPROXIMATELY 10,000 POUNDS STERLING FOR 3600 MODEL AND 15,000 POUNDS STERLING FOR 7000 MODEL (BOTH EX FACTORY UK). RANK XEROX REP SUGGESTED THAT EMBASSY APPROACH XEROX (US) REGARDING EXCEPTION TO THIS REGULATION IN CASE EMBASSY MOSCOW AND EXPANDED COMMERCIAL OFFICE. IN VIEW IMPORTANCE OF XEROX EQUIPMENT FOR OPERATION OF EXPANDED COMMERCIAL OFFICE, EMBASSY REQUESTS STATE AND/OR COMMERCE APPROACH XEROX COPORATE HEAD-QUARTERS AND ASK THAT EXCEPTION BE MADE TO SALES-ONLY POLICY IN CASE ORDERS PLACED BY EMBASSY. IN ADDITION, IT WOULD BE MOST DESIRABLE IF XEROX WERE ALSO ASKED TO INSTRUCT RANK XEROX TO GIVE PRIORITY TO ORDER PLACED BY EMBASSY FOR MACHINE TO BE INSTALLED IN EXPANDED COMMERCIAL OFFICE. OTHERWISE, 90-DAY LEAD TIME ON DELIVERY SEEMS INEVITABLE.

STOESSEL

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Message Attributes

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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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